



REED MIDEM

Final customer :

Scottish Enterprise

Version :

V2

Date :

16/11/2018

Fair :

MIPIM 2019

Venue :

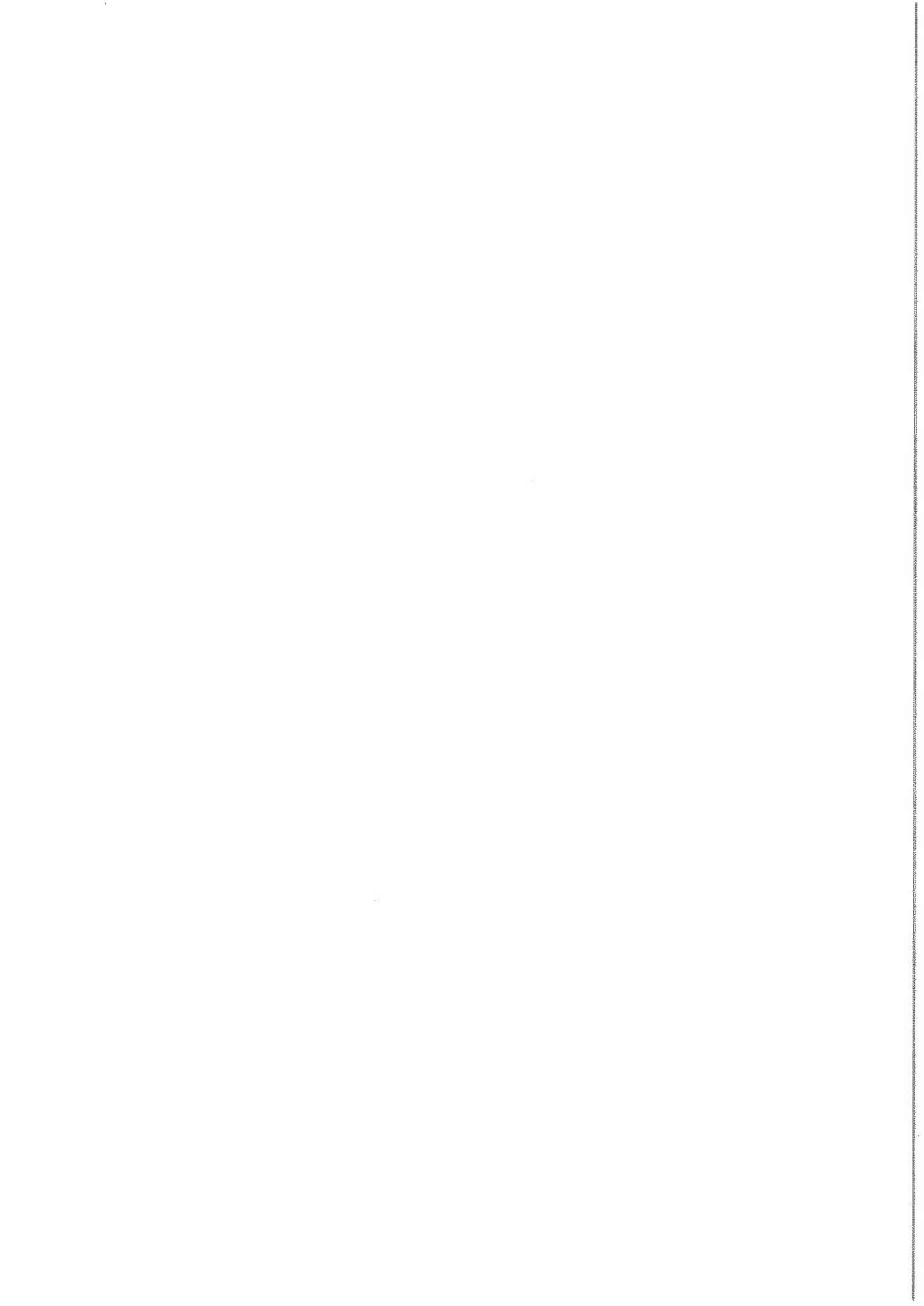
GRAY D'ALBION HOTEL 4\*, Cannes

Number of Guests :

25

|   | Unit Cost<br>€ | Excl. Taxes<br>€ | Qty | Days | Total Cost Excl. Taxes<br>€ | Total Cost Incl. Taxes<br>€ |
|---|----------------|------------------|-----|------|-----------------------------|-----------------------------|
| Scottish Enterprise Dinner, Tuesday, March 12th - GRAY D'ALBION HOTEL 4*, Cannes  |                |                  |     |      |                             |                             |
| TRANSPORT / TICKETING   |                |                  |     |      |                             |                             |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Transport / Ticketing :   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| TRANSFERS   |                |                  |     |      |                             |                             |
| DAY 1   |                |                  |     |      |                             |                             |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Transfers :   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| ACCOMMODATION & PACKAGES  |                |                  |     |      |                             |                             |
| DAY 1   |                |                  |     |      |                             |                             |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Accommodation & Packages :  |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| CATERING  |                |                  |     |      |                             |                             |
| DAY 1 - TUESDAY, MARCH 12TH   |                |                  |     |      |                             |                             |
| Glass of champagne Fouquet's Brut   | 17,65 €        |                  | 25  | 1    | 441,25 €                    | 529,50 €                    |
| Aperitif > 2 pieces per pax   | 6,43 €         |                  | 25  | 1    | 160,75 €                    | 192,90 €                    |
| Dinner > 3 course meal  | 64,20 €        |                  | 25  | 1    | 1 605,00 €                  | 1 926,00 €                  |
| Drinks package > including 1/2 bottle per pax of wine, mineral water and coffee   | 16,75 €        |                  | 25  | 1    | 418,75 €                    | 502,50 €                    |
| Open Bar during 2 hours including wine, beers, softs, fruit juices and waters     | 35,95 €        |                  | 25  | 1    | 898,75 €                    | 1 078,50 €                  |
| SUB TOTAL Catering :  |                |                  |     |      | 3 524,50 €                  | 4 229,40 €                  |
| MEETING ROOMS RENTAL  |                |                  |     |      |                             |                             |
| DAY 1 - TUESDAY, MARCH 12TH   |                |                  |     |      |                             |                             |
| Privatization of the Esterel 2 room (61m2) from 7pm to 1am                        | 1 149,75 €     |                  | 1   | 1    | 1 149,75 €                  | 1 379,70 €                  |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Meeting Rooms Rental :  |                |                  |     |      | 1 149,75 €                  | 1 379,70 €                  |
| TECHNICAL EQUIPMENTS  |                |                  |     |      |                             |                             |
| DAY 1   |                |                  |     |      |                             |                             |
| In Option : Sound system for a cocktail with a mic for a speech and ambient music | 390,00 €       |                  | 1   | 0    | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Technical Equipments :  |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| ENTERTAINMENT   |                |                  |     |      |                             |                             |
| DAY 1   |                |                  |     |      |                             |                             |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Entertainment :   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| COMMUNICATION TOOLS   |                |                  |     |      |                             |                             |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Communication Tools :   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| LOGISTIC SERVICES   |                |                  |     |      |                             |                             |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
|   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| SUB TOTAL Logistic Services :   |                |                  |     |      | 0,00 €                      | 0,00 €                      |
| TOTAL   |                |                  |     |      | 4 674,25 €                  | 5 609,10 €                  |
| PRODUCTION COSTS & AGENCY FEES  |                |                  |     |      |                             |                             |
| Production (1 evening) x 1 Staff  | 480,00 €       |                  | 1   | 0,5  | 240,00 €                    | 288,00 €                    |
| GLOBAL TOTAL  |                |                  |     |      | 4 914,25 €                  | 5 897,10 €                  |
| Nombre de participants 25   |                |                  |     |      |                             |                             |
| Cout par participant 196,57 €   |                |                  |     |      |                             |                             |

PROPOSAL VALID FOR A MINIMUM OF 25 GUESTS  
BELOW, THE PROPOSED RATES ARE NO LONGER GUARANTEED.



|  |  |
|--|--|
| <b>Engagement title, venue &amp; timings</b> | <b>VIP Dinner at Hôtel Barrière Le Gray d'Albion, 38 Rue des Serbes, 06400 Cannes, Tuesday 12 March 19:00-21:00</b>  |
| <b>Your role/audience</b>                    | Deliver a <b>5 minute</b> opening address to approx. 25 delegates. This will include sponsors – Robertson's and Murray Estates are 'gold sponsors'. Austin Smith Lord have sponsored the dinner. The Senior Partners (Glasgow, Edinburgh and Aberdeen) are represented by City Leaders and the Scottish Cities Alliance is represented by Councillor John Alexander. Other attendees include senior financial investors.   |
| <b>Top Lines</b>                             | <ul style="list-style-type: none"> <li>• Delighted to host you all this evening, a great opportunity for me to tell a captive audience of all the reason you should invest, or invest more, in Scotland</li> <li>• Proud to be leading the delegation, our biggest ever to MIPIM, and proud of what it says about Scotland's ambitions</li> <li>• Most proud of it being a true Team Scotland effort, and that it reflects our strength as a highly skilled, well-connected and perfectly sized economy</li> <li>• I know a number of you have interests and curiosity in particular projects, and I'm keen to support those conversations over the evening and make sure you have what you need to do business in Scotland</li> <li>• Please, draw on me, draw on my City colleagues, and use this time to find out who we are and what we are about as an investment destination.</li> </ul> |
| <b>Official support &amp; mobile number</b>  | <b>Kevin Quinlan</b> , Director of International Trade & Investment [REDACTED]<br>[REDACTED], Project Manager, Scottish Enterprise, [REDACTED]<br>or [REDACTED]  |
| <b>Supplementary information</b>             | <b>Annex I1: Programme &amp; biographies</b><br><b>Annex I2: Table plan</b>  |

19:00 Guests arrive and networking (welcome drink and canapés)

19:20 **Cab Sec** welcome guests and invites round table introductions

19:30 Dinner served

21:00 After dinner drinks - **Cab Sec** free to leave



**Elliot Robertson COO Robertson Group** was a former Group Board director and CEO of Robertson Homes, and leads strategic development. He has 23 years of experience in real estate development and regeneration. Robertson Group are a MIPIM Gold Sponsor [REDACTED]



**Hugh Edmiston Director of Corporate Services, University of Edinburgh** and is an executive member of the senior team. He leads a number of the University's strategic projects which include Data Driven Innovation for the City Deal and the development of the life sciences Bio quarter campus. University of Edinburgh are a MIPIM Gold Sponsor.



**Jestyn Davies, Murray Estates**, has spent over 25 years in the property industry. Previously a Director with Premier Property Group (PPG) for 12 years he set up its sister company Murray Estates in 2008 which was the subject of a buy out in February 2014. The business continues to focus on the group's extensive interests in strategic land, mixed use projects and residential developments. Murray Estates are a MIPIM Gold Sponsor [REDACTED]



**Phil Laycock, Built Environment Networking (BEN)** has over 24 year of experience of working within the Property and Construction industry. Joining BEN he ran several networking forums within the UK such as Movers & Shakers and FBE. Built Environment Networking are a MIPIM Gold Sponsor and are leading on the events programme within the Scotland Pavilion.



**Dr Dave Tudor, MMIC & VP, Head of Supply Chain Strategy** graduated with a PhD in Chemistry from the University of Glasgow in 1992 and joined SmithKline Beecham in the same year. Since joining GSK Tudor has taken on roles of increasing seniority before becoming VP, Head of Supply Chain Strategy in 2017. Although he resides in Scotland, the experienced pharma professional has worked across the globe. Dave is a guest of AMIDS, a MIPIM Gold Sponsor.

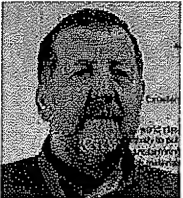


**David Murray, Murray Capital Group** leads the team and runs the office at Murray Capital Group. David has previously worked for IMG in the Far East and Bank of Scotland (Corporate Division). He holds non-executive directorships on the boards of various portfolio and family owned companies. David is also a past Chairman of the Institute of Family Business in Scotland and a member of the YPO Scotland Chapter. [REDACTED]



**Shailendra Shah, Head of UK Long Income Investments, M&G Real Estate** since January 2019. Previously, he was Director of Investment for seven years. Since 2015, M&G have been involved with over 25 deals worth over £777m. [REDACTED]

M&G Real Estate is a global real estate investment manager, providing integrated services for fund management, asset management and property management. M&G Real Estate, part of M&G Investments, is the real estate investment arm of Prudential plc in the UK and Europe. M&G is one of the largest real estate investment groups in the United Kingdom.



**Keith Ridgway, AMRC** worked in industry before moving to academia in 1980. He worked with local businessman Adrian Allen to launch the AMRC with Boeing in 2001. In 2009, he helped launch the Nuclear Advanced Manufacturing Research Centre. He was awarded an OBE in 2005 and CBE in 2011 and became a Fellow of the Royal Academy of Engineering in 2006. Keith is a guest of AMIDS, a MIPIM Gold Sponsor.



**Jean-Marc Vandevivere, Platform** has 20 years of experience in the Property, Retail and Consumer Goods industries. Jean-Marc is a Non-Executive Director of Vivid, Hampshire's largest provider of affordable homes with 30,000 homes in the South East. He also sits at the IPF Strategic Board and the BPF Residential Board. Jean-Marc is also speaking at the BTR event in the Scotland Pavilion.



**Doug Munro, Head of Structuring and Solutions at Legal & General Capital (LGC)** since July 2018. LGC is the early-stage investment arm of L&G Group & purpose is to generate long-term value by injecting new capital into key sectors where there has been a shortage of investment and innovation. [REDACTED]. He attended the Investor Dinner in London (October 2018) and a meeting is scheduled with him the following

day at MIPIM.



**Victoria Merton, Director of Corporate Affairs, The Peel** has previously worked for private and public entities in the UK and Asia. Her experience includes co-ordination of strategic asset divestment, commercial development of emerging markets and energy infrastructure trading. Victoria is a graduate of the university of Birmingham.



**Cllr Douglas Lumsden, Aberdeen City Council** was elected as a Councillor in Aberdeen City Council in the Local Elections (2017). He is the Co-Leader and Group Leader of the Conservative Group. Prior to being a Councillor, Douglas was a self-employed IT Consultant and has worked in other IT project roles. He is a graduate of Robert Gordon University. Aberdeen City Council are a MIPIM Senior Partner.



**Cllr Adam McVey, City of Edinburgh Council** was elected as a Councillor for City of Edinburgh Council in the Local Elections in 2012. He was re-elected in 2017 and then became the SNP group leader. Shortly after, he became leader of the SNP / Labour administration. City of Edinburgh Council are a MIPIM Senior Partner.



**Cllr Susan Aitken** became **Leader of Glasgow City Council** when the SNP became the largest party on the Council and formed a minority administration in May 2017. Glasgow City Council are a MIPIM Senior Partner.



**Miller Mathieson, Chair of Scottish Property Federation** is an Executive Director in CBRE and Managing Director of the Scotland and Northern Ireland business. He is responsible for the Edinburgh, Glasgow, Belfast and Aberdeen offices as well as being a member of the National Team Executive Board. He is currently the Vice Chair of the Scottish Property Federation and will take up the role of Chair from November 2018. SPF are a MIPIM partner.



**Cllr John Alexander, Leader of Dundee City Council & Chair of SCA** is the youngest council leader in Scotland at the age of 29 and has been a councillor since the age of 23, holding senior positions in the governing administration including Convener of Housing and Convener of Neighbourhood Services. John has been the Chair of SCA since September 2017. SCA are a MIPIM Partner.



**Graham Ross, Austin-Smith:Lord**, is an architect and urban planner, based in Glasgow. He is a Partner at Austin-Smith:Lord, whom he joined in 1998 having studied architecture and urban design at Edinburgh College of Art and TU-Berlin. He has led significant regeneration, higher education, housing, commercial and transportation projects throughout the UK and Ireland. Austin-Smith: Lord are a MIPIM Bronze Sponsor and are sponsoring

this dinner.

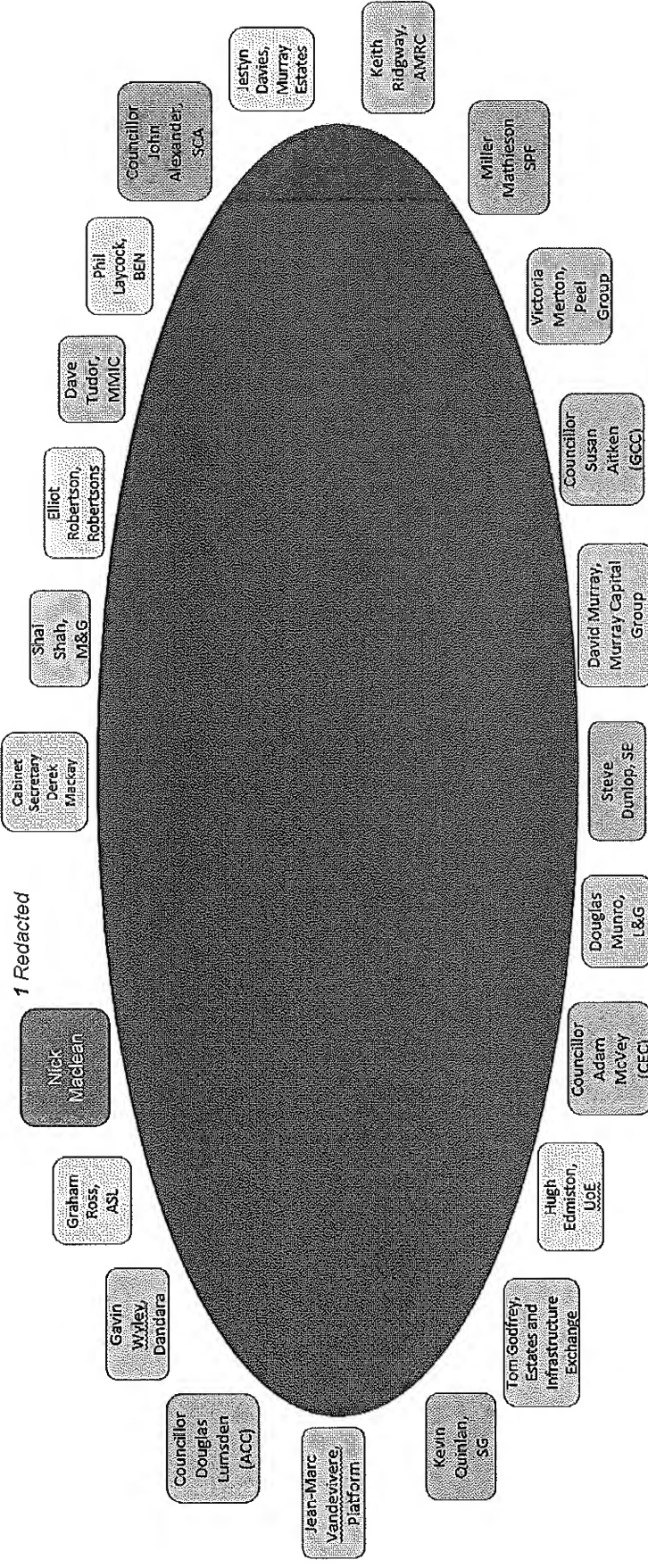


**Nick Maclean, Scotland Trade Envoy to United Arab Emirates** has been the Trade Envoy to the United Arab Emirates since November 2017. He is also the Managing Director of the Middle East, North Africa and Turkey Region for CBRE.

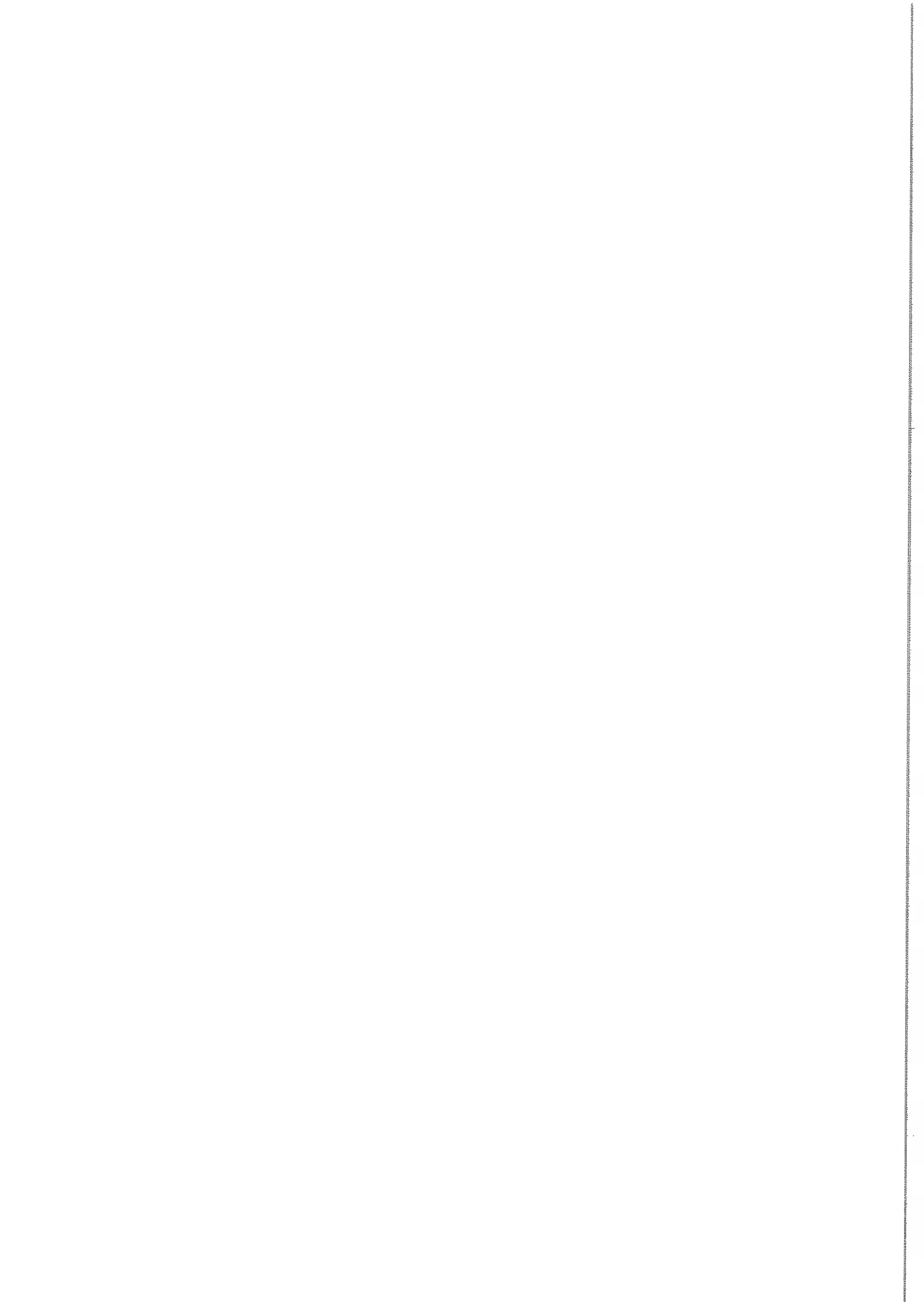


**Gavin Wyley, Managing Director of Dandara Scotland**, is a graduate of Dublin City University and University College Dublin. He has over 19 years' experience in Property Investment/Development and Finance. Gavin set up Dandara's Aberdeen office in 2009, was appointed Managing Director in 2010 and was appointed to the Dandara group board in 2015. He sits on the board of the Scottish Property Federation (SPF) and the Trinity Group, an Aberdeen property working group.





1. Redacted as did not attend dinner





[REDACTED] C (Call)

**Subject:** MIPIM 2019 (investor dinner) - FoI Request - Point 4 corres/media - Copy of email - JH - 2019 04 25

**From:** [REDACTED]

**Sent:** 28 February 2019 14:13

**To:** [REDACTED]

**Cc:** [REDACTED]

**Subject:** RE: Briefing Pack for VIP Dinner

Hello [REDACTED]

I have kept the three points very specific to the VIP dinner. I assumed those high level messages would form the key messages for the wider briefing pack and would be used at all of the separate engagements. Those messages would also be important for the dinner but I focussed on who is around the table and the collateral that will be there.

Thanks,

[REDACTED]

**From:** [REDACTED]

**Sent:** 28 February 2019 13:53

**To:** [REDACTED]

**Cc:** [REDACTED]

**Subject:** RE: Briefing Pack for VIP Dinner

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Hi [REDACTED]

Just getting round to looking at this as trying to pull wider briefing pack together but grateful if you could review top three points. The 3 points I can cover in opening remarks. This section is for top lines – what are the key points we want to deliver to the audience in the room... i.e.

- We are strengthening Scotland's economy through/so that ...
- We will focus on xxx .... including the priority areas of xxx...
- Unlocking investment has the capacity too xxx ....

Have copied in [REDACTED] just in case I am coming at this from the wrong angle.

Cheers much

[REDACTED] | Capital Investment Policy | Directorate for International Trade & Investment | Scottish Government

5 Atlantic Quay | 150 Broomielaw | Glasgow | G2 8LU

Tel: [REDACTED] | Mob: [REDACTED] | e-mail: [REDACTED]

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From: [REDACTED]  
Sent: 27 February 2019 17:35  
To: [REDACTED]  
Subject: Briefing Pack for VIP Dinner

Hello [REDACTED],

Please find attached the briefing pack for the VIP dinner.

I currently have 24 guests confirmed, however there are a couple more leads still to push until we will have final numbers on Monday.

Let me know if you need anything else.

Thanks,

[REDACTED]

[REDACTED]

Project Manager, Business Infrastructure

Apex 1, 99 Haymarket Terrace, Edinburgh, EH12 5HD

Tel: [REDACTED] | Mobile [REDACTED]

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Tha am post-d seo (agus faidhle neo ceanglan còmhla ris) dhan neach neo luchd-ainmichte a-mhàin. Chan eil e ceadachd ann an dòigh sam bith, a' toirt a-steach còraichean, foillseachadh neo sgaoileadh, gun chead. Ma 's e is gun d'fhuair sibh seo gun fhiosd', bu choir cur às dhan phost-d agus lethbhreac sam bith air an t-siostam agaibh agus fios a leigeil chun neach a sgaoil am post-d gun dàil.

Dh'fhaodadh gum bi teachdaireachd sam bith bho Riaghaltas na h-Alba air a chlàradh neo air a sgrùdadh airson dearbhadh gu bheil an siostam ag obair gu h-èifeachdach neo airson adhbhar laghail eile. Dh'fhaodadh nach eil beachdan anns a' phost-d seo co-ionann ri beachdan Riaghaltas na h-Alba.

\*\*\*\*\*

Scottish Enterprise  
<http://www.scottish-enterprise.com>

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# MENU

## Starter

Chilled Pea Soup

## Main Course

Grilled Veal Sirloin

## Dessert

Vanilla & Strawberry Cake

